

#### Fresh Oranges:

#### **Total TEU/FEU:**

The numerator represents the total number of 40-foot equivalent unit (FEU) shipped, by all carriers, during June 2000. The denominator represents the total number of FEU shipped, by all carriers, throughout the 2000 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, June 2000.

#### Market Share-June:

Each carrier's current market share is based on the number of containers shipped during June 2000. Source: PIERS, June 2000.

#### Market Share-CY 2000:

Each carrier's market share is based on the total number of containers shipped throughout the 2000 calendar year. Source: PIERS, 2000.

#### **Transit Time:**

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: "The Pacific Shipper On-Line" and "The Shipping Guide on the Web."

#### Ocean Rates:

Ocean rates are applicable for September15, 2000. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the E-Transport on-line rate tariff, PLUS Tariff retrieval systems, and individual shipping line websites.

#### **Container Rate:**

Container rates for Fresh Oranges are quoted on full 40-foot refrigerated containers unless otherwise noted.

#### **Definitions**

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

CY-CY = Container Yard to Container Yard

KT = 1,000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Heidi Reichert and Ron Hagen of the Shipper & Exporter Assistance Program, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325 or fax both on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

Issue Date: September 15, 2000 Page 1 of 11

L.A./L.B./Oakland Ports To Bangkok, Thailand

Fresh Oranges

Monthly Market Share For: June 2000

Month\Year: 4.0 \ 17.1

Month\Year: $4.0 \setminus 17.1$	Surcharges:												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Yang Ming	100%	23%	25 Days										
Hyundai	0%	53%	27 Days	\$3,100 <sup>1</sup>	\$220 <sup>1</sup>								\$3,320
NYK Line	0%	12%	19 Days	\$2,3501									\$2,350
OOCL	0%	7%	19 Days	\$2,800 <sup>1</sup>	\$220 <sup>1</sup>								\$3,020
Hanjin	0%	6%	22 Days	\$4.57	\$11			\$34					\$5,107

<sup>1</sup> Rate is per container Average Container Rate

Issue Date: September 15, 2000 Page 2 of 11

L.A./L.B./Oakland Ports To Busan, South Korea

Fresh Oranges

Monthly Market Share For: June 2000

Month\Year: 473.4 \ 440.2

Woman Tour.													
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hanjin	62%	55%	12 Days	\$2.58								1008 pkgs	s. \$2,601
Hyundai	10%	9%	12 Days	\$1,900 <sup>1</sup>									\$1,900
APL	8%	4%	12 Days	\$1,900 <sup>1</sup>									\$1,900
Hapag-Lloyd	7%	5%	23 Days	\$2.43								1008 pkgs	\$2,449
P&O Nedlloyd	7%	4%	15 Days	\$2,500 <sup>1</sup>	\$220 <sup>1</sup>								\$2,720
Cho Yang	3%	12%	10 Days	\$2,0001									\$2,000
NYK Line	2%	1%	13 Days										
OOCL	1%	2%	17 Days	\$2,2001	\$220 <sup>1</sup>								\$2,420
Yang Ming	0%	5%	16 Days	\$2,550 <sup>1</sup>	\$220 <sup>1</sup>								\$2,770
Evergreen	0%	3%	15 Days										

<sup>1</sup> Rate is per container Rate \$2,450

Issue Date: September 15, 2000 Page 3 of 11

L.A./L.B./Oakland Ports To Ho Chi Minh, Vietnam

Fresh Oranges

Monthly Market Share For: June 2000

Month\Year: 1.0 \ 10.0

Month Year: 1.0 \ 10.0				Surcharges:									
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate	
APL	100%	30%	23 Days	\$2,9001	\$220 <sup>1</sup>							\$3,120	
OOCL	0%	70%	21 Days	\$3,100 <sup>1</sup>	\$220 <sup>1</sup>							\$3,320	

<sup>1</sup> Rate is per container Rate \$3,120

L.A./L.B./Oakland Ports To Hong Kong

Fresh Oranges

Surcharges

Monthly Market Share For: June 2000

Month\Year: 703.1 \ 5,011.5

					Surcharges:								
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
NYK Line	15%	9%	15 Days	\$2,100 <sup>1</sup>									\$2,100
Yang Ming	14%	7%	16 Days	\$2,550 <sup>1</sup>	\$220 <sup>1</sup>								\$2,770
APL	12%	14%	14 Days	\$2,710 <sup>1</sup>	\$220 <sup>1</sup>								\$2,930
Maersk-SeaLand	12%	8%	14 Days	\$2,710 <sup>1</sup>	\$220 <sup>1</sup>								\$2,930
OOCL	11%	9%	15 Days	\$2,510 <sup>1</sup>	\$220 <sup>1</sup>								\$2,730
Hyundai	9%	20%	14 Days	\$2,710 <sup>1</sup>	\$220 <sup>1</sup>								\$2,930
Hanjin	9%	9%	22 Days	\$5,500 <sup>1</sup>	\$220 <sup>1</sup>								\$5,720
COSCO	9%	9%	16 Days	\$2,710 <sup>1</sup>	\$220 <sup>1</sup>								\$2,930
Mitsui OSK	5%	4%	14 Days	\$2,100 <sup>1</sup>									\$2,100
Cho Yang	3%	4%	13 Days										
P&O Nedlloyd	0%	4%	15 Days	\$2,710 <sup>1</sup>	\$220 <sup>1</sup>								\$2,930

1 Rate is per container Rate \$2,972

L.A./L.B./Oakland Ports To Jakarta, Indonesia

Fresh Oranges

Monthly Market Share For: June 2000

Month\Year: 18.0 \ 64.9

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Maersk-SeaLand	33%	22%	24 Days	\$2,9001	\$220 <sup>1</sup>								\$3,120
APL	22%	17%	25 Days	\$3,200 <sup>1</sup>	\$220 <sup>1</sup>								\$3,420
Evergreen	22%	6%	31 Days	\$2,700 <sup>1</sup>	\$220 <sup>1</sup>								\$2,920
Mitsui OSK	11%	6%	25 Days	\$2,250 <sup>1</sup>									\$2,250
Hanjin	6%	15%	24 Days	\$4.51	\$11			\$34				950 pkgs	. \$5,050
OOCL	6%	10%	30 Days	\$2,9001	\$220								\$3,120
Hyundai	0%	15%	25 Days	\$3,200 <sup>1</sup>	\$220 <sup>1</sup>								\$3,420
P&O Nedlloyd	0%	4%	19 Days	\$3,200 <sup>1</sup>	\$220 <sup>1</sup>								\$3,420
NYK Line	0%	3%	26 Days	\$2,350 <sup>1</sup>									\$2,350

1 Rate is per container Rate \$3,163

L.A./L.B./Oakland Ports To Keelung/Kaohsiung, Taiwan

Fresh Oranges

Monthly Market Share For: June 2000

Month\Year: 52.1 \ 490.4

Month\Year: 52.1 \ 49	0.4												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hanjin	21%	13%	12 Days	\$2.95								950 pkgs	. \$2,803
Evergreen	17%	6%	18 Days	\$2,350 <sup>1</sup>									\$2,350
APL	15%	11%	12 Days	\$2,8801	\$220 <sup>1</sup>		6%						\$3,273
NYK Line	14%	21%	16 Days	\$2,100 <sup>1</sup>									\$2,100
OOCL	12%	19%	16 Days	\$2,6801	\$220 <sup>1</sup>		6%						\$3,061
Maersk-SeaLand	10%	5%	13 Days	\$2,7451	\$220 <sup>1</sup>		6%						\$3,130
Yang Ming	8%	9%	14 Days	\$2,550 <sup>1</sup>	\$220 <sup>1</sup>								\$2,770
Hapag-Lloyd	2%	1%	14 Days	\$2.83			5%					950 pkgs	. \$2,823
Mitsui OSK	2%	1%	12 Days	\$2,100 <sup>1</sup>									\$2,100
P&O Nedlloyd	0%	3%	15 Days	\$2,8801			6%						\$3,273

<sup>1</sup> Rate is per container Rate \$2,746

L.A./L.B./Oakland Ports To Manila, Philippines

Fresh Oranges

Monthly Market Share For: June 2000

Month\Year: 49.9 \ 172.7

Month\Year: 49.9 \ 17	2.7							Surcharg	ges:				
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	<b>BAF</b>	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
OOCL	52%	54%	17 Days	\$2,450 <sup>1</sup>									\$2,450
Maersk-SeaLand	24%	13%	18 Days	\$2,900 <sup>1</sup>	\$220 <sup>1</sup>								\$3,120
APL	8%	11%	15 Days	\$3,100 <sup>1</sup>	\$220 <sup>1</sup>								\$3,320
Evergreen	6%	2%	20 Days	\$2,700 <sup>1</sup>	\$220 <sup>1</sup>								\$2,920
Hanjin	4%	8%	20 Days	\$3.87	\$11			\$34				865 pkgs	. \$4,441
Mitsui OSK	2%	5%	15 Days	\$2,250 <sup>1</sup>									\$2,250
Hyundai	2%	3%	15 Days	\$4.11	\$11			\$34				865 pkgs	. \$4,670
NYK Line	2%	2%	16 Days	\$2,450 <sup>1</sup>									\$2,450

<sup>1</sup> Rate is per container Rate \$2,829

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Fresh Oranges

Monthly Market Share For: June 2000

Month\Year: 134.0 \ 897.7

Month\Year: $134.0 \ $	897.7			Surcharges:									
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
APL	33%	30%	28 Days	\$3,100 <sup>1</sup>	\$220 <sup>1</sup>								\$3,320
OOCL	28%	22%	27 Days	\$2,900 <sup>1</sup>	\$220 <sup>1</sup>								\$3,120
P&O Nedlloyd	16%	12%	17 Days	\$3,100 <sup>1</sup>	\$220 <sup>1</sup>								\$3,320
NYK Line	8%	11%	20 Days	\$2,350 <sup>1</sup>									\$2,350
Maersk-SeaLand	4%	8%	20 Days	\$2,9001	\$220 <sup>1</sup>								\$3,120
Hanjin	4%	4%	19 Days	\$3.72	\$11			\$34				950 pkgs	. \$4,299
Mitsui OSK	3%	5%	23 Days	\$2,250 <sup>1</sup>									\$2,250
Hyundai	1%	7%	28 Days	\$3,100 <sup>1</sup>	\$220 <sup>1</sup>								\$3,320
Hapag-Lloyd	1%	2%	25 Days	\$3.08				\$34				950 pkgs	. \$3,504
													<b>.</b>

1 Rate is per container Rate \$3,185

L.A./L.B./Oakland Ports To Singapore

#### Fresh Oranges

Monthly Market Share For: June 2000

Month\Year: 168.0 \ 838.8

Month\Year: 168.0\8	338.8												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	<b>BAF</b>	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
OOCL	26%	22%		\$2,775 <sup>1</sup>	\$220 <sup>1</sup>		8%						\$3,217
APL	19%	20%	21 Days	\$2,900 <sup>1</sup>	\$220 <sup>1</sup>		8%						\$3,352
Maersk-SeaLand	16%	9%	19 Days	\$2,9001	\$220 <sup>1</sup>								\$3,120
NYK Line	14%	16%	6 Days	\$2,250 <sup>1</sup>									\$2,250
Hanjin	8%	5%	18 Days	\$3.69	\$11		8%	\$34				950 pkgs	. \$4,550
Mitsui OSK	4%	9%	21 Days	\$2,250 <sup>1</sup>									\$2,250
Hyundai	4%	8%	21 Days	\$2,900 <sup>1</sup>	\$220 <sup>1</sup>		8%						\$3,352
Cho Yang	4%	3%	15 Days										
Hapag-Lloyd	2%	2%	21 Days	\$3.08			10%	\$34					\$3,253
K Line	2%	1%	19 Days	\$2,4001	\$220 <sup>1</sup>								\$2,620
P&O Nedlloyd	1%	6%	14 Days	\$2,900 <sup>1</sup>	\$220 <sup>1</sup>		8%						\$3,352

1 Rate is per container Rate \$3,152

L.A./L.B./Oakland Ports To Tokyo/Yokohama, Japan

Fresh Oranges

Monthly Market Share For: June 2000

Month\Year: 250.5 \ 1,516.8

`	,,							Surcharg	ges:			_	
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hanjin	59%	33%	9 Days	\$2.00	\$11		50%	\$34				1008 pkgs	\$3,834
Evergreen	15%	20%	10 Days	\$2,650 <sup>1</sup>	\$220 <sup>1</sup>								\$2,870
Maersk-SeaLand	5%	9%	10 Days	\$2,7401	\$220 <sup>1</sup>		50%						\$4,330
OOCL	4%	6%	11 Days	\$2,440 <sup>1</sup>	\$220 <sup>1</sup>		50%						\$3,880
Yang Ming	4%	3%	10 Days	\$2,250 <sup>1</sup>	\$220 <sup>1</sup>								\$2,470
APL	3%	2%	11 Days	\$4,3001									\$4,300
Mitsui OSK	2%	6%	11 Days	\$2,400 <sup>1</sup>									\$2,400
COSCO	2%	4%	7 Days										
Hyundai	2%	3%	11 Days	\$2,740 <sup>1</sup>	\$220 <sup>1</sup>		50%						\$4,330
P&O Nedlloyd	2%	2%	11 Days	\$2,7401	\$220 <sup>1</sup>		50%						\$4,330
K Line	1%	4%	10 Days	\$2,2401			50%						\$3,360
Cho Yang	0%	6%	10 Days	\$3,650 <sup>1</sup>									\$3,650

<sup>1</sup> Rate is per container Rate \$3,656